



The Long & Foster Market Minute™

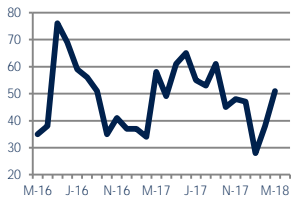
Focus On: Bon Air and Huguenot Farms Housing Market

March 2018

Zip Code(s): 23235

Units Sold

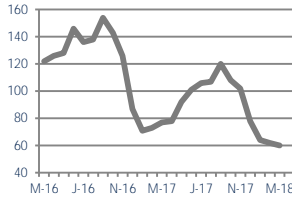
51



Down -12%
Vs. Year Ago

Active Inventory

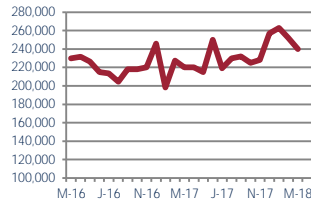
60



Down -22%
Vs. Year Ago

Median Sale Price

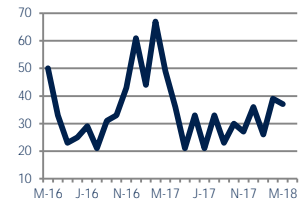
\$240,000



Up 9%
Vs. Year Ago

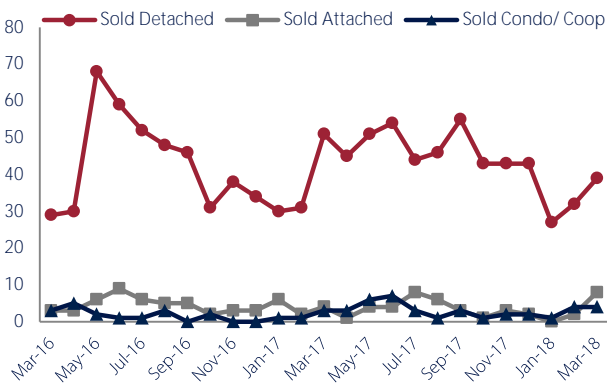
Days On Market

37



Down -24%
Vs. Year Ago

Units Sold*



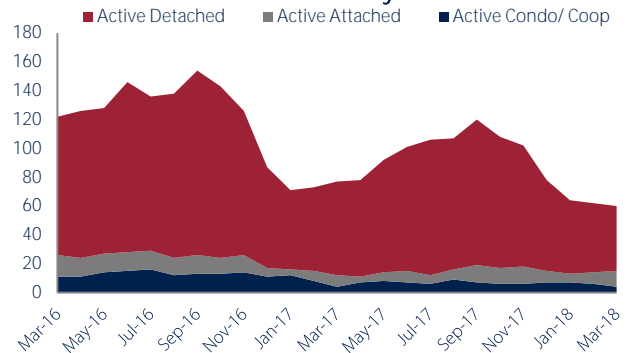
Units Sold

There was an increase in total units sold in March, with 51 sold this month in Bon Air and Huguenot Farms versus 38 last month, an increase of 34%. This month's total units sold was lower than at this time last year, a decrease of 12% versus March 2017.

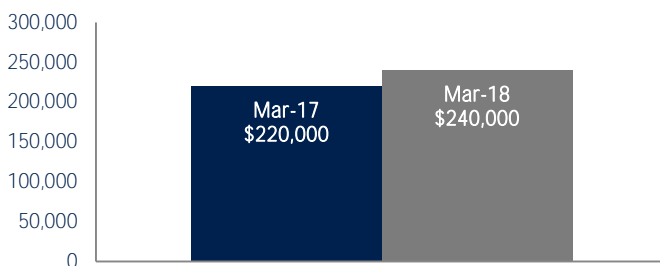
Active Inventory

Versus last year, the total number of homes available this month is lower by 17 units or 22%. The total number of active inventory this March was 60 compared to 77 in March 2017. This month's total of 60 is lower than the previous month's total supply of available inventory of 62, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Bon Air and Huguenot Farms Homes was \$220,000. This March, the median sale price was \$240,000, an increase of 9% or \$20,000 compared to last year. The current median sold price is 5% lower than in February.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Bon Air and Huguenot Farms are defined as properties listed in zip code/s 23235.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by CVRMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of CVRMLS or Long & Foster Real Estate, Inc.



CHRISTIE'S
INTERNATIONAL REAL ESTATE

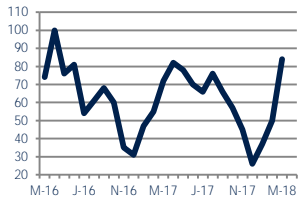




Zip Code(s): 23235

New Listings

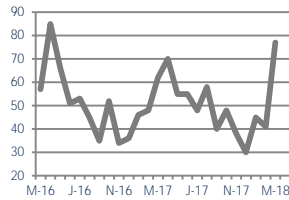
84



Up 17%
Vs. Year Ago

Current Contracts

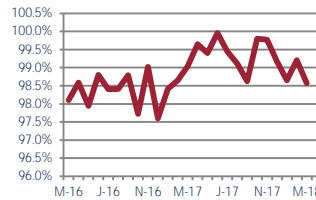
77



Up 24%
Vs. Year Ago

Sold Vs. List Price

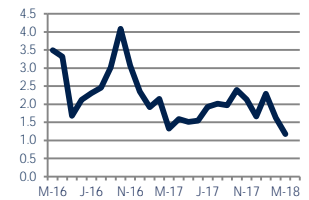
98.6%



No Change
Vs. Year Ago

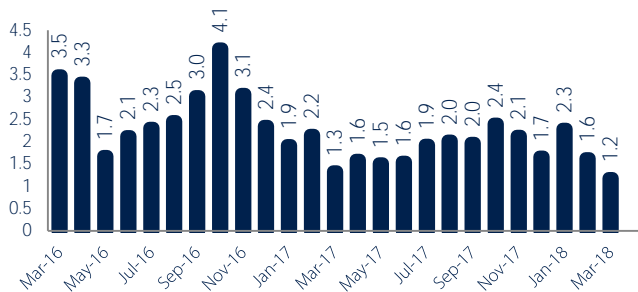
Months of Supply

1.2



Down -11%
Vs. Year Ago

Months Of Supply



Months of Supply

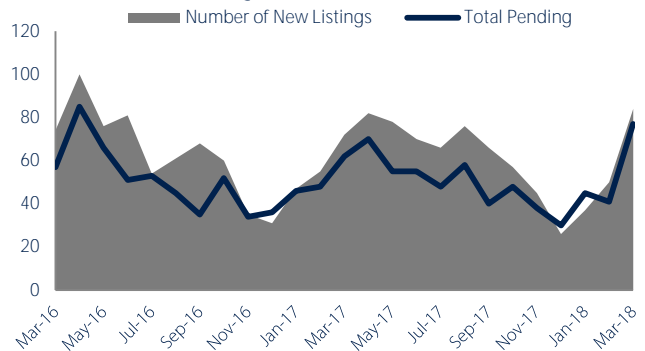
In March, there was 1.2 months of supply available in Bon Air and Huguenot Farms, compared to 1.3 in March 2017. That is a decrease of 11% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

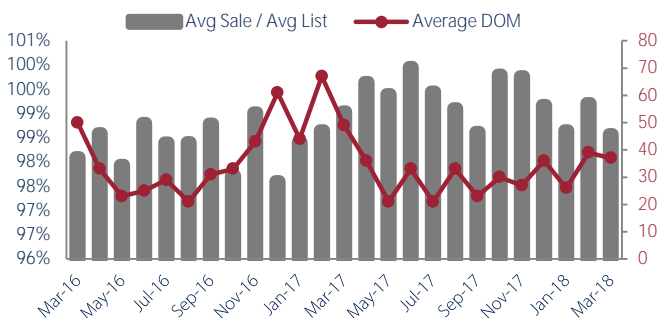
New Listings & Current Contracts

This month there were 84 homes newly listed for sale in Bon Air and Huguenot Farms compared to 72 in March 2017, an increase of 17%. There were 77 current contracts pending sale this March compared to 62 a year ago. The number of current contracts is 24% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Bon Air and Huguenot Farms was 98.6% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 37, lower than the average last year, which was 49, a decrease of 24%.



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